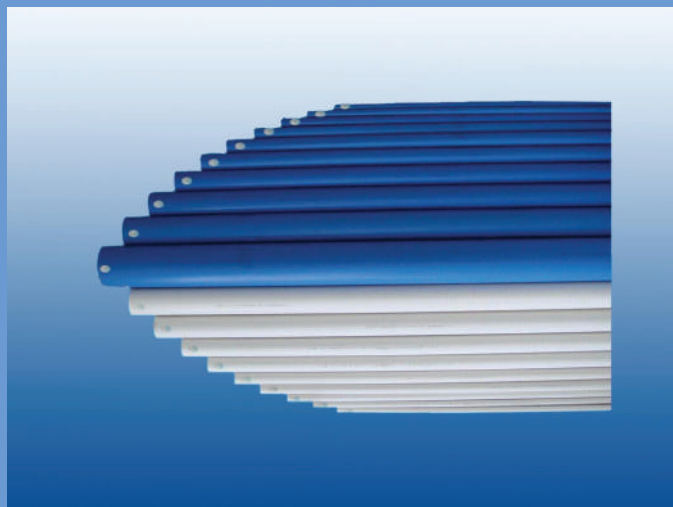


Power2SME Helps Ajay Industrial Polymers

Deliver High-grade Products On A Timely Basis

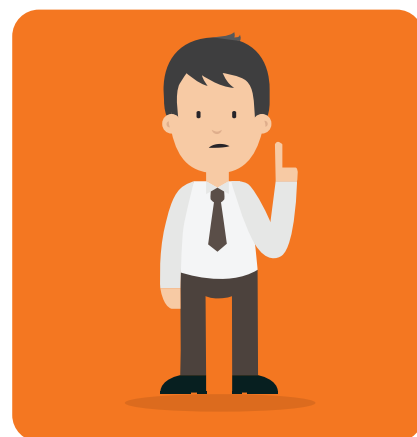


THE CLIENT

Ajay Industrial Polymers Pvt Ltd is a leading manufacturing firm that focusses primarily on making essential tools such as mini sprinklers, impact sprinklers, air cum vacuum relief valve and many more tools required by farmers. Incepted in 1987, the products manufactured are based on subsidies which are further supplied to state governments. The firm is committed to delivering high-quality products to its customers and continuously strives to improve its offerings.

BUSINESS CHALLENGES

The company faced a lot of new challenges since its inception that needed to be dealt effectively. The company struggled hard to deal with multiple suppliers and it became extremely difficult for Ajay Industrial Polymers to procure high-quality raw material in an affordable manner. In addition, the absence of a proper market framework made it difficult for Ajay Industrial Polymers to procure the basic material on a timely basis, which affected the delivery time of their final products.



THE SOLUTION

The company learnt about Power2SME through one of its suppliers. The team at Ajay Industrial Polymers was thoroughly impressed with the business model of Power2SME. After a slew of initial transactions with Power2SME, Ajay Industrial Polymers decided to partner with them as the company was looking for an ideal partner to meet its requirements. Power2SME took utmost care of the complete delivery process post understanding the raw material requirement and was able to:

- ✓ Find the quality of polymer as required by the company
- ✓ Offer competitive prices for the desired raw material
- ✓ Deliver the material within the stipulated deadline

THE BENEFITS

It has been over a year that Ajay Industrial Polymers is working closely with Power2SME. The company is impressed with the way Power2SME team addresses the queries. Ajay Industrial Polymers also highlighted that the revenue per month has gone up by 4-5 percent. The company boasts of product capacity increasing month on month which allows them to sell more.

The company is extremely contented with the services of Power2SME. The firm now is able to deliver high-quality products to its customers on time. This helps the firm ensure smooth flow of funds into the business – a critical aspect of any business.

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In market it is difficult to deal with majority of vendors, since there are always issues with pricing, delivery time and quality. I am glad to have connected with Power2SME as they effectively manage end-to-end delivery of desired quantity and quality of raw material. And I get them on highly competitive prices.

- Spokesperson, Ajay Industrial Polymers Pvt Ltd

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ABOUT POWER2SME

Power2SME is the first 'Buying Club' for SMEs in India that started its operations in 2012. We are committed to empowering SMEs by increasing their business profits. As the 'Buying Club' for SMEs, we focus on reducing the purchase prices for the SMEs and enhancing productivity.